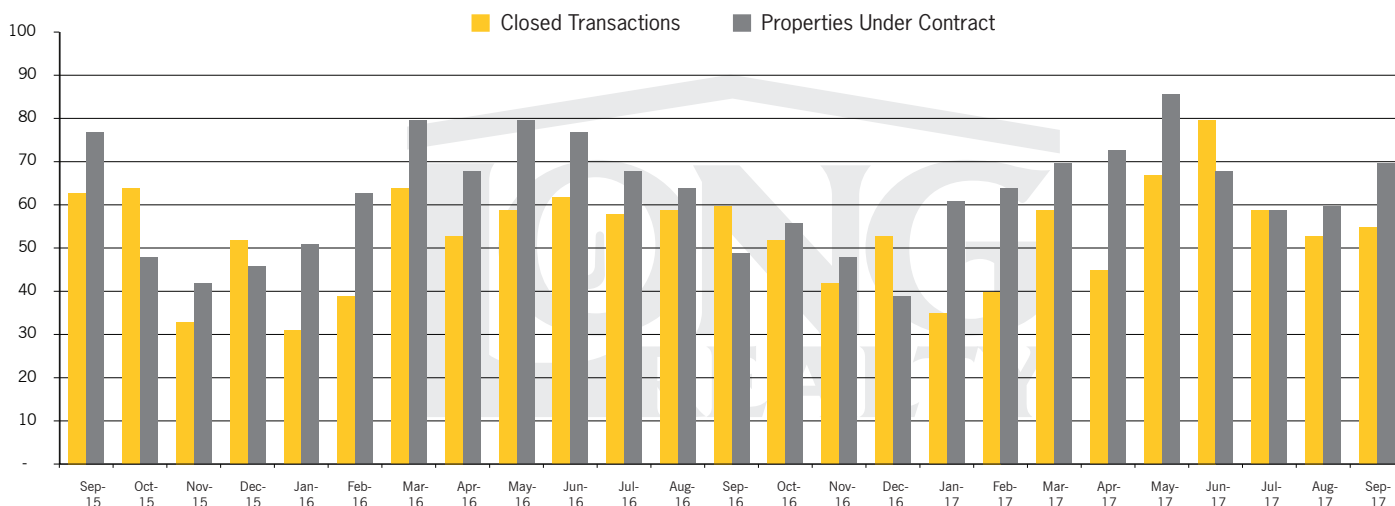




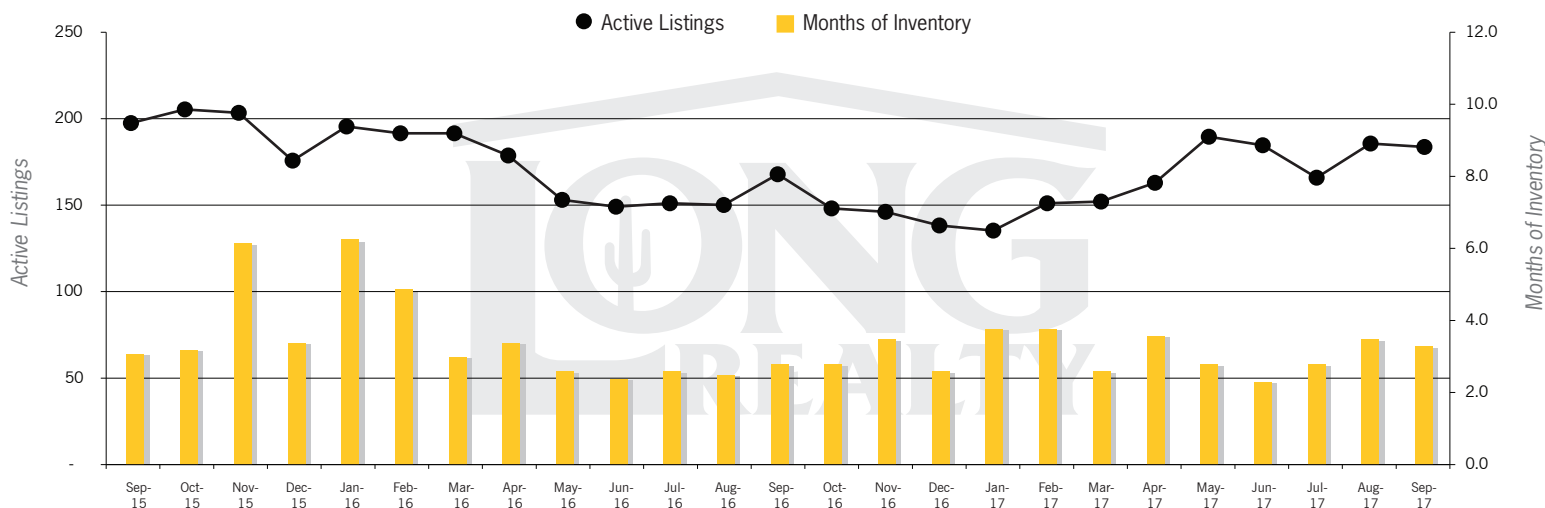
Vail | October 2017

In the Vail area, September 2017 active inventory was 183, a 10% increase from September 2016. There were 55 closings in September 2017, an 8% decrease from September 2016. Year-to-date 2017 there were 522 closings, a 2% increase from year-to-date 2016. Months of Inventory was 3.3, up from 2.8 in September 2016. Median price of sold homes was \$236,500 for the month of September 2017, down 2% from September 2016. The Vail area had 70 new properties under contract in September 2017, up 43% from September 2016.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – VAIL



ACTIVE LISTINGS AND MONTHS OF INVENTORY – VAIL

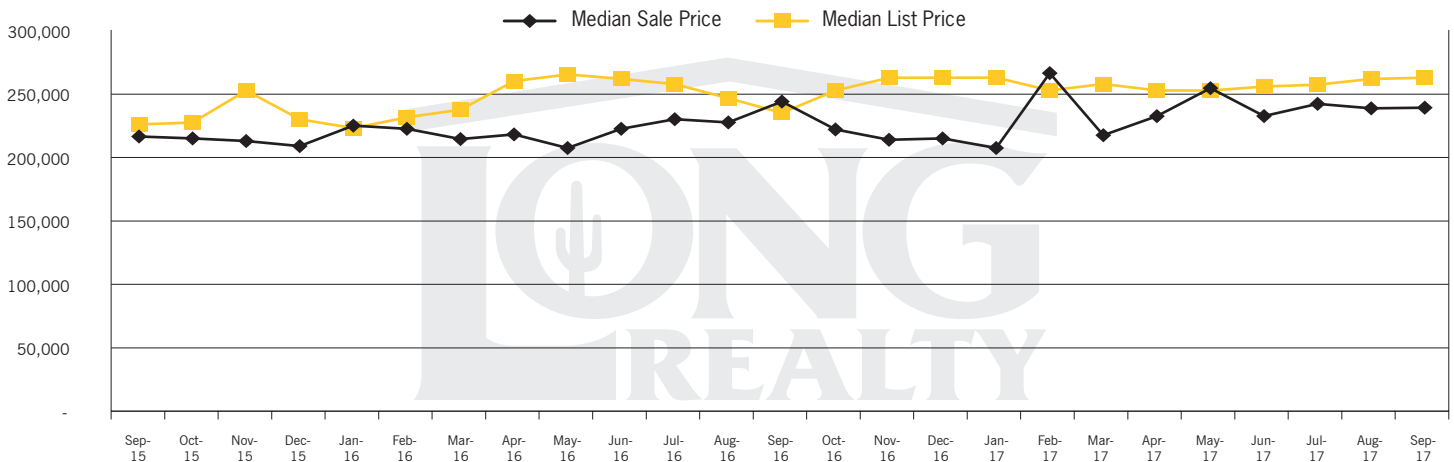


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 10/04/2017 is believed to be reliable, but not guaranteed.



Vail | October 2017

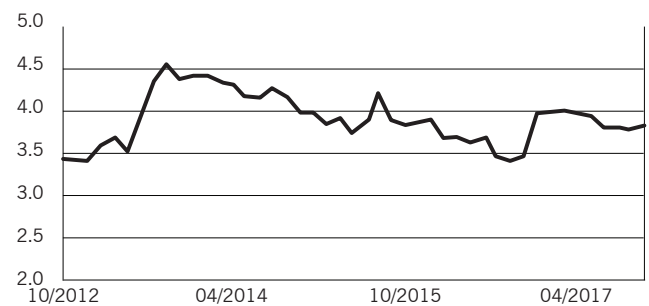
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – VAIL



MONTHLY PAYMENT ON A MEDIAN PRICED HOME – VAIL

Year	Median Price	Int. Rate	MO. Payment
2006	\$255,000	6.140%	\$1,474.29
2016	\$241,292	3.460%	\$1,024.22
2017	\$236,500	3.930%	\$1,063.59

30 YEAR FIXED MORTGAGE RATE



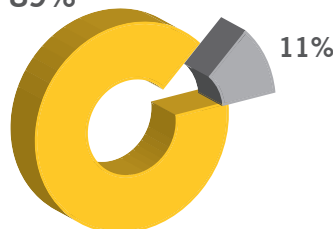
Source: Residential median sales prices. Data obtained 10/04/2017 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: Bankrate.com

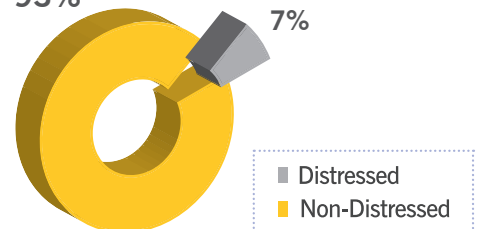
DISTRESSED VS. NON-DISTRESSED SALES – VAIL

The percentage of property sales that are distressed, meaning bank owned or short sales, for the current year as compared to the same time period last year. A lower percentage of distressed sales can lead to improving market conditions.

2016
89%



2017 Year to Date
93%





Vail | October 2017

MARKET CONDITIONS BY PRICE BAND – VAIL

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17			
\$1 - 49,999	0	1	0	0	1	1	0	n/a	0.0	Seller
\$50,000 - 74,999	1	0	1	0	1	0	0	n/a	2.0	Seller
\$75,000 - 99,999	2	1	2	1	1	0	0	n/a	4.0	Seller
\$100,000 - 124,999	3	2	0	2	1	3	1	3.0	1.6	Seller
\$125,000 - 149,999	5	2	0	7	2	3	0	n/a	2.2	Seller
\$150,000 - 174,999	11	4	3	4	4	4	5	2.2	2.2	Seller
\$175,000 - 199,999	14	8	12	13	7	9	10	1.4	1.8	Seller
\$200,000 - 224,999	15	5	6	15	11	5	6	2.5	2.1	Seller
\$225,000 - 249,999	29	8	11	9	9	6	8	3.6	3.2	Seller
\$250,000 - 274,999	18	6	10	9	7	5	8	2.3	3.1	Seller
\$275,000 - 299,999	18	1	7	4	6	2	1	18.0	4.0	Seller
\$300,000 - 349,999	14	2	5	6	2	10	6	2.3	2.3	Seller
\$350,000 - 399,999	19	5	6	10	8	3	2	9.5	4.5	Slightly Seller
\$400,000 - 499,999	18	1	8	3	3	2	6	3.0	5.5	Balanced
\$500,000 - 599,999	6	0	0	1	1	3	2	3.0	3.2	Seller
\$600,000 - 699,999	2	1	0	1	0	0	0	n/a	n/a	n/a
\$700,000 - 799,999	3	0	1	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	2	0	0	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	1	0	0	1	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	2	0	0	0	0	0	0	n/a	n/a	n/a
TOTAL	183	47	72	86	64	56	55	3.3	3.0	Seller

				
Seller's Market	Slight Seller's Market	Balanced Market	Slight Buyer's Market	Buyer's Market

Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 10/04/2017.

3 month trend in months of inventory is the average of closed sales and active listing data from 07/01/2017 - 09/30/2017. Information is believed to be reliable, but not guaranteed.

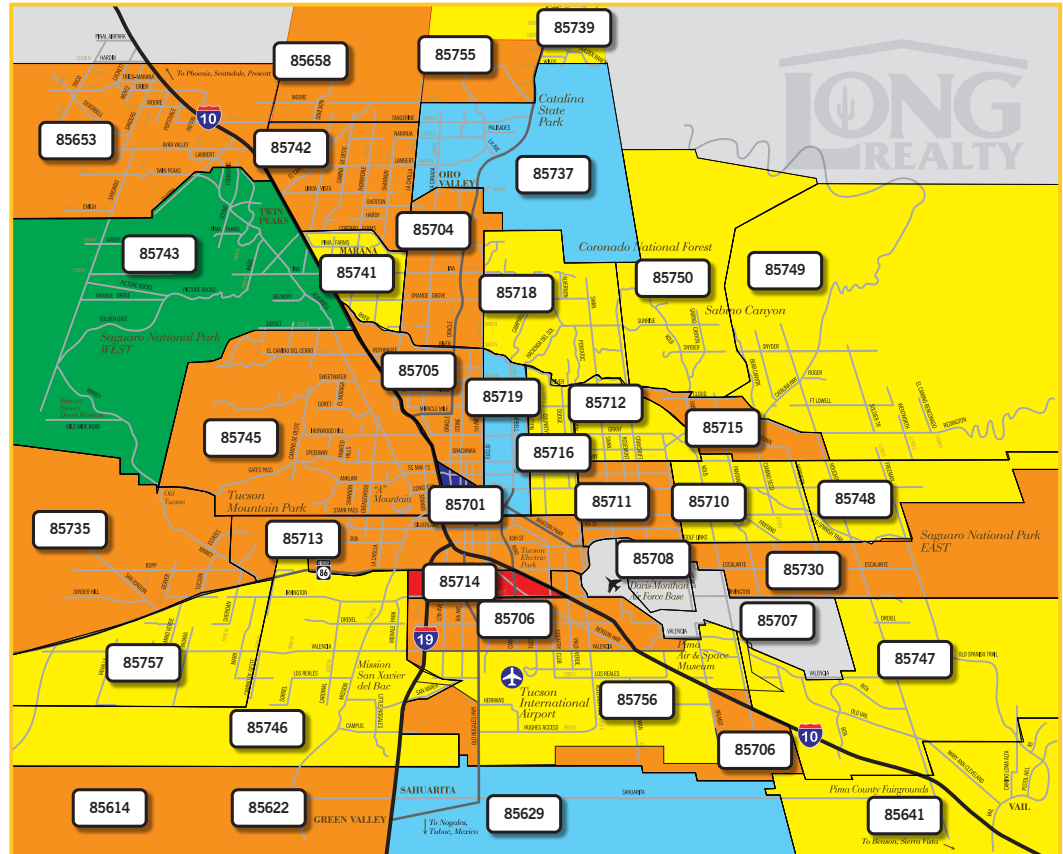


Vail | October 2017

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

JUL 2016-SEP 2016 TO
JUL 2017-SEP 2017

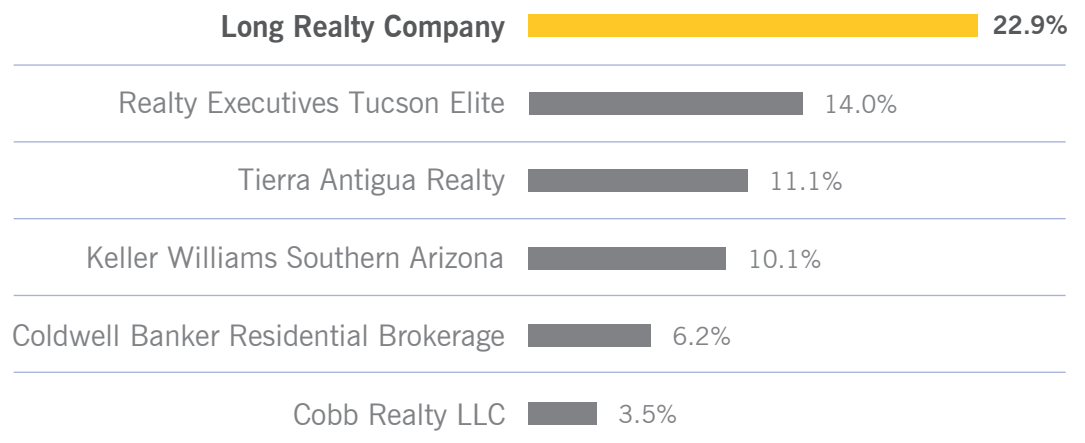
This heat map represents the percentage of change in Tucson metro median sales prices from July 2016-September 2016 to July 2017-September 2017 by zip code.



MARKET SHARE – VAIL

Long Realty leads the market in successful real estate sales.

Data Obtained 10/04/2017 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 10/01/2016 – 09/30/2017 rounded to the nearest tenth of one percent and deemed to be correct.



The Vail Housing Report is comprised of data for residential properties in the Vail area of Tucson as defined by MLSSAZ. Real Estate remains very localized and market conditions can vary greatly by not only geographic area but also by price range. Please feel free to contact me for a more in-depth analysis.